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## Exports Driving CY2013 Year End Growth

THE LEAD

The Port of Charleston is on the verge of closing strong on container volume for CY2013 and exports are a big driver of that trend. Charleston's container volume is currently 6% higher in CY2013 year-to-date (January-November). Total exports for that same period are up 9%. So what's driving this trend? A few thoughts:

- **Ocean carriers are leveraging Charleston's deeper water.** Exports, on average, tend to be about double the weight of imports. Maxing-out the volume of exports on a vessel forces the vessel deeper in the water creating a need for deeper channels. Charleston has five-feet more water than its competing ports and carriers are taking advantage.
- **Exporters need access to empty equipment.** Many ports are operating in a deficit of empty containers. This is not the case in Charleston. In fact, even with loaded exports up 10%, empty containers are still readily available in Charleston as evidenced by the fact that export empty containers for the same period are up 6%. For CYTD 2013 Charleston has exported more than 100,000 empty containers.
- **Charleston's proximity to natural resources and sources of production** is critical to our export volume. However, the fastest growing segments of Charleston's export volume (not including "miscellaneous cargo") are Agriculture & Foodstuffs, Tires, and Electronics.



Tires are a key export product for S.C. producers Michelin and Bridgestone.

### MORE LEADS

## Chinese Textile Giant Keer Group To Build High Volume Export Textile Plant In S.C.

Keer Group has announced its plan to build a \$218 million textile production facility in Lancaster County, SC that projects to be a major source of export volume in the near future. The 230,000sf plant will produce industrial cotton yarn, taking advantage of South Carolina's location within the heart of a cotton-producing region and close proximity to the Port of Charleston. Keer expects to break ground in February 2014 and create more than 500 new jobs with the plant. Keer is projected to quickly become one of the state's highest volume exporting firms.

## Two More Export-Oriented Firms Locate in S.C. In December

Two significant exporters have announced new expansions of their operations in South Carolina. Advanced Composite Materials, LLC, and Canfor Southern Pine each recently announced investments that will grow the freight base of South Carolina Ports. ACM, a global leader in the development and manufacturing of specialty silicon carbide products and related composites, announced recently that it will invest \$3 million in expanding its Greenville County operation. ACM is introducing a new class of larger silicon carbide fibers particularly suited to the energy sector, aerospace industry and users of coated metals for a wide range of applications. Canfor Southern Pine announced an \$8 million expansion of its dimensional lumber operation in Darlington County. Canfor reported the expansion is due to an increase in global demand for southern yellow pine lumber.

## Michelin Opens New Tire Production Plant; Total Investment Tops \$8 Billion

On December 12 Michelin North America celebrated the opening of its latest manufacturing plant, US10, in Starr, SC (Anderson County). US10 will produce tires for earth-moving and mining industry. Each tire is estimated to weight 5.5 tons and stand up to 13-feet high. Michelin, already one of the Port of Charleston's top volume clients, will significantly grow volumes of import raw rubber and export finished tires. The new plant is similar to another Michelin earth-moving tire plant in Lexington, SC. Michelin now has nine facilities in South Carolina, totalling \$8 billion in capital investment and employing more than 8,000 people.

## New SC Inland Port Flyer Released

The South Carolina Inland Port is hitting its stride. At the time of this newsletter approximately 1,000 FEU are on the ground in the yard with volume turning-over quickly. Ample chassis are on location as well. To further aid clients in routing their business via the SC Inland Port, a new flyer has been released. It is attached to this edition of LeadLine.

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# South Carolina Inland Port



DETAILS ON THE SOUTH CAROLINA INLAND PORT IN GREER, S.C.



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Meet the South Carolina Inland Port – an innovative new intermodal facility 212 miles inland. Now you can move containers inland with speed and reliability, while simultaneously lowering your carbon footprint.

**Address:** 100 International Commerce Blvd., Greer, SC 29651. Located on US Highway 29, Exit 58 off of Interstate 85.

**Operations:** Owned and operated by the SC Ports Authority.

**Operating Hours:** Open for receipt/delivery of containers 24/6.  
Closed 6:00PM Saturday through 8:00PM Sunday.

**Terminal Manager:** Michael Hoffman / 864-477-0927. Note, this is a temporary number. A permanent office number is forthcoming.

**Rail Service:** Provided exclusively by Norfolk Southern.

**Train Schedule and Cut-Off Times:** Overnight express shuttle service (westbound and eastbound) five days per week. Cut-off time is 5:00PM, both directions. *See chart below for full details.*

**Chassis and M&R:** Chassis pool on-site with maintenance provided. Pool chassis are not compulsory, so OFBT is permitted.

**Capacity:** Initial capacity is 40,000 lifts/year, 100,000 at full build-out.

**Trackage:** Initial rail infrastructure to consist of 2x2,600' working tracks and 3x2,600' storage tracks.

**Payment:** All expenses are billed to the account of the ocean carrier.

Cargo owners must request rates from their ocean carriers. Those rates will include the lift to/from rail on both ends, NS CHS in-gate/out-gate charges, and drayage between NS Seven Mile Yard and Port of Charleston marine terminals.

**Port of Entry:** Located in the Greenville-Spartanburg (GSP) port of entry. Cargo may move under the ocean carrier's bond to SCIP where it remains until a subsequent transaction. Per CBP, certain exams and inspections will continue to be performed in Charleston and also at bonded facilities in GSP. Ocean carriers or agents wishing to prevent delivery of equipment at SCIP may place holds in Orion. A separate summary of systems is available for ocean carriers. The SC Inland Port FIRMS code is M682.

**Trucking:** The requirements and processes for motor carriers doing business at the SCIP are essentially the same as in Charleston, except TWICs are not required. Draymen must have an SCPA Orion motor carrier code, which can be obtained from the SCPA's Help Desk at 843-577-8124.

**Drayage To/From Marine Terminals In Charleston:** Provided by SCPA RapidRail trucker dispatch or your ocean carrier. Import RapidRail boxes will be moved to rail within 24-hours of becoming available (meaning released by Customs, EIR in order, and physically on the marine terminal). With proper coordination, RapidRail boxes can be moved to rail the same day as being offloaded from the vessel.

## Norfolk Southern Train Schedule: SC Inland Port

IMPORTS			EXPORTS		
	Charleston Cut-Off	Available @ SCIP		SCIP Cut-Off	Available In Charleston
<b>Monday</b>	M 5:00PM	Tu 12:00PM	<b>Monday</b>	M 5:00PM	Tu 8:00AM
<b>Tuesday</b>	Tu 5:00PM	W 12:00PM	<b>Tuesday</b>	Tu 5:00PM	W 8:00AM
<b>Wednesday</b>	W 5:00PM	Th 12:00PM	<b>Wednesday</b>	W 5:00PM	Th 8:00AM
<b>Thursday</b>	Th 5:00PM	F 12:00PM	<b>Thursday</b>	Th 5:00PM	F 8:00AM
<b>Friday</b>	F 5:00PM	Sa 12:00PM	<b>Friday</b>	--	--
<b>Saturday</b>	--	--	<b>Saturday</b>	Sa 5:00PM	M 8:00AM
<b>Sunday</b>	--	--	<b>Sunday</b>	--	--





# South Carolina Inland Port



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## SC Inland Port Benefits

*Top reasons for positive commercial interest in the SCIP:*

**Competitive or lower cost:** Reduced empty miles, higher truck productivity, lower chassis/per diem/detention charges. Ability to terminate and source empties closer to the origin/destination. Competitive with all-motor on a one-way basis. Represents a modal shift to reduce trucking risks from higher fuel costs, driver availability, hours-of-service rules and other factors.

**Reliability & Flexibility:** Overnight, express daily shuttle five days per week. Operated by the Ports Authority. Closer access to inventory. 24/6 operating hours for quick access to cargo.

**Future Growth:** Ideally situated on I-85 between Charlotte and Atlanta, the fastest growing corridor in the country. Easy access to North Carolina, Tennessee, Georgia, western Virginia and eastern Kentucky. 94 Million consumers live within 500 miles. Adjacent air cargo services for e-commerce/fulfillment. Part of broader \$2 billion CAPEX program in South Carolina.

**Carbon Footprint:** An air model based on EPA data typically shows companies can expect a 70-85% reduction in emissions from fewer truck/empty miles. Particularly attractive to leading global brands with corporate sustainability ambitions.



## Frequently Asked Questions

### How do I get started using the SCIP?

Your first step is to notify your ocean carrier that you are interested in using the SCIP. Don't wait for your sales representative to present the option to you. If you believe it may work, ask for a Greer ramp rate.

### So, I get the Greer ramp rate from whomever is arranging the transportation of my containers?

Yes, that is correct. As a cargo owner you will have no payable to SC Ports or NS. NS has supplied contract rates to all Port of Charleston ocean carriers and all SC Port charges, including RapidRail trucking services in Charleston, if utilized, will be incorporated into the rate supplied by the firm arranging your transportation.

### How will the import process work? Give me an example.

- Import containers will be off-loaded from the vessel at one of the Port of Charleston container terminals.
- Each box will be drayed to the NS 7 Mile Yard in Charleston within 24-hours of becoming available (meaning released by Customs, EIR in order, and physically on the marine terminal).
- Cut-off time in Charleston will be 5:00PM.
- NS will move the box to the SCIP, Monday-Friday.
- Boxes will be available for pick-up by 12:00PM the following day.

### How will the export process work?

- Export containers can be received at the SCIP 24/6.
- Cut-off time is 5:00PM.
- NS will move the boxes on trains operating Monday-Thursday and Saturday.
- Containers from the Monday-Thursday trains will be available for pick-up at 7 Mile Yard in Charleston by 8:00AM the next morning for delivery to the marine terminal.
- Containers arriving at SCIP Friday and Saturday will be available at 8:00AM Monday morning.

### Will ocean carriers be able to dispatch an empty container for my export load from the SCIP instead of Charleston?

Yes, that's how you can save on empty miles. You should work with your ocean carrier to save time and money in the sourcing of your empty equipment.